

<b>ID</b>	HY01
<b>STATE ID</b>	ITEM 39
<b>Description</b>	SMALL 4-DR HYBRID UTILITY VEHICLE w/FWD & 5-PASSENGER SEATING: Hybrid Electric/Gasoline Powerplant, Automatic Transmission. Ford Escape or equivalent meeting intent of specifications
<b>Estimated Quantity</b>	2
<b>Delivery Location/details</b>	Vehicle price with equipment listed above FOB: Dept. of Administrative Services, Des Moines, IA.
<b>Pre-delivery Inspection Allowance (per vehicle)</b>	\$54.00

Equipment Description	Pricing Configuration #1		Pricing Configuration #2		Pricing Configuration #3	
	Option Order #	Option Price	Option Order #	Option Price	Option Order #	Option Price
<b>Base Vehicle Minimum Specifications</b>						
1 Wheelbase: 103.1 inches.	103	\$0.00		\$0.00		\$0.00
2 Powerplant: 2.3L 4-cylinder gasoline engine, 65-kilowatt electric motor, 28-kilowatt generator, 300-volt nickel-metal battery.	STD	\$0.00		\$0.00		\$0.00
3 Engine block heater.	41H	\$0.00		\$0.00		\$0.00
4 Air conditioning w/all required options.	STD	\$0.00		\$0.00		\$0.00
5 Tilt steering column, Automatic speed control.	STD	\$0.00		\$0.00		\$0.00
6 Radio, AM-FM CD w/internal clock.	586	\$0.00		\$0.00		\$0.00
7 Power point or cigar lighter.	STD	\$0.00		\$0.00		\$0.00
8 Power steering.	STD	\$0.00		\$0.00		\$0.00
9 Power brakes w/4-wheel anti-lock system.	STD	\$0.00		\$0.00		\$0.00
10 Power windows and door locks. Remote keyless entry.	STD	\$0.00		\$0.00		\$0.00
11 Mirrors: exterior standard, interior day/night.	STD	\$0.00		\$0.00		\$0.00
12 Wipers, intermittent.	STD	\$0.00		\$0.00		\$0.00
13 Rear window defroster and wiper/washer.	STD	\$0.00		\$0.00		\$0.00
14 Full interior insulation/trim package, to include door/side wall panels, full headliner, dome lamp. Full floor covering. Front bucket seats, one 3-person rear seat w/folding back, all w/cloth upholstery.	A2	\$0.00		\$0.00		\$0.00
15 Floor mats, color keyed, all passenger positions.	161	\$0.00		\$0.00		\$0.00
16 Fuel tank, highest capacity available.	STD	\$0.00		\$0.00		\$0.00
17 Tires: All-season radials. Standard spare	STD	\$0.00		\$0.00		\$0.00
18 Other options: If an option is not explicitly listed but requires an additional cost, please list this option on this line		\$0.00		\$0.00		\$0.00
19 Required Options (Pricing required for a complete Bid)						
20 N/A		\$0.00		\$0.00		\$0.00
21 Options which may be required						
22 N/A						
23						
24 <b>Vehicle Make:</b>		FORD				
25 <b>Vehicle Model:</b>		ESCAPE				
26 <b>Vehicle Model Code:</b>		U95				
27 <b>% discount off dealer price (Black Book Invoice) for additional options not stated in specifications:</b>		0.00%				
28 <b>American Made (Yes/No):</b>		Yes				
29 <b>Exact Model Designation and Equipment Package:</b>		300B				
30 <b>EPA Highway (MPG):</b>						
31						
32 <b>Base Price:</b>		\$24,351.80		\$0.00		\$0.00
33 <b>Required Option Price:</b>		\$0.00		\$0.00		\$0.00
34 <b>Fleet Incentive Discount:</b> (Note: Discounts are subtracted from the cost and should be entered as a negative value)		\$0.00		\$0.00		\$0.00
35 <b>Government Discount:</b> (Note: Discounts are subtracted from the cost and should be entered as a negative value)		(\$1.00)		\$0.00		\$0.00
36 <b>Other Discounts:</b> (Note: Discounts are subtracted from the cost and should be entered as a negative value)		(\$12.00)		\$0.00		\$0.00
37 <b>Final Price:</b>		\$24,338.80		\$0.00		\$0.00